JOURNAL of BUSINESS VENTURING

International Entrepreneurship, New Business Development, Technology, and Innovation

VOLUME 12 (1997) CONTENTS

Number 1 (January)

Donald L. Sexton, Nancy B. Upton, Larry E. Wacholtz, and Patricia P. McDougall • **Learning Needs of Growth-Oriented Entrepreneurs 1**

Lowell W. Busenitz and Jay B. Barney • **Differences Between Enterpreneurs and Managers in Large Organizations: Biases and Heuristics in Strategic Decision-Making 9**

David L. Deeds, Dona Decarolis, and Joseph E. Coombs • **The Impact of Firm-Specific Capabilities on the Amount of Capital Raised in an Initial Public Offering: Evidence From the Biotechnology Industry 31**

Rodney C. Shrader and Mark Simon • **Corporate Versus Independent New Ventures: Resource, Strategy, and Performance Differences 47**

Hai Yap Teoh and See Liang Foo • **Moderating Effects of Tolerance for Ambiguity and Risk-Taking Propensity on the Role Conflict–Perceived Performance Relationship: Evidence From Singaporean Entrepreneurs 67**

Number 2 (March)

Seung Ho Park and Dongcheol Kim • **Market Valuation of Joint Ventures: Joint Venture Characteristics and Wealth Gains 83**

Timothy Bates • **Financing Small Business Creation: The Case of Chinese and Korean Immigrant Entrepreneurs 109**

Nancy M. Carter, Mary Williams, and Paul D. Reynolds • **Discontinuance Among New Firms in Retail: The Influence of Initial Resources, Strategy, and Gender 125**

John A. Pearce II, Tracy Robertson Kramer, and D. Keith Robbins • **Effects of Managers' Entrepreneurial Behavior on Subordinates 147**

Number 3 (May)

Patricia Gene Greene and Terrence Edison Brown • EXECUTIVE FORUM **Resource Needs and the Dynamic Capitalism Typology 161**

William J. Dennis, Jr. • **More Than You Think: An Inclusive Estimate of Business Entries 175**

Janek Ratnatunga and Claudio Romano • **A "Citation Classics" Analysis of Articles in Contemporary Small Enterprise Research 197**

Gary A. Knight • **Cross-Cultural Reliability and Validity of a Scale to Measure Firm Entrepreneurial Orientation 213**

Mike Wright, Ken Robbie, and Christine Ennew • **Venture Capitalists and Serial Entrepreneurs 227**

Number 4 (July)

Sarfraz A. Mian • EXECUTIVE FORUM **Assessing and Managing the University Technology Business Incubator: An Integrative Framework 251**

Briance Mascarenhas • **The Order and Size of Entry Into International Markets 287**

John A. Pearce II and Steven C. Michael • **Marketing Strategies That Make Entrepreneurial Firms Recession-Resistant 301**

Miri Lerner, Candida Brush, and Robert Hisrich • **Israeli Women Entrepreneurs: An Examination of Factors Affecting Performance 315**

Number 5 (September)

Raymond W. Smilor • **EXECUTIVE FORUM**
Entrepreneurship: Reflections on a Subversive Activity 341

James O. Fiet, Lowell W. Busenitz, Douglas D. Moesel, and Jay B. Barney • **Complementary Theoretical Perspectives on the Dismissal of New Venture Team Members 347**

James H. Tiessen • **Individualism, Collectivism, and Entrepreneurship: A Framework for International Comparative Research 367**

Michael H. Morris, Roy O. Williams, Jeffrey A. Allen, and Ramon A. Avila • **Correlates of Success in Family Business Transitions 385**

ERRATUM 402

Karl H. Vesper and William B. Gartner • **EXECUTIVE FORUM**
Measuring Progress in Entrepreneurship Education 403

Number 6 (November)

Brian Harmon, Alexander Ardishvili, Richard Cardozo, Tait Elder, John Leuthold, John Parshall, Michael Raghian, and Donald Smith • **EXECUTIVE FORUM**
Mapping the University Technology Transfer Process 423

Murray B. Low and Eric Abrahamson • **Movements, Bandwagons, and Clones: Industry Evolution and the Entrepreneurial Process 435**

Sharon Gifford • **Limited Attention and the Role of the Venture Capitalist 459**

David H. Holt • **A Comparative Study of Values Among Chinese and U.S. Entrepreneurs: Pragmatic Convergence Between Contrasting Cultures 483**

Pier A. Abetti • **CASE STUDY**
The Birth and Growth of Toshiba's Laptop and Notebook Computers: A Case Study in Japanese Corporate Venturing 507

INDEX 531